Outsourcing et Intégration de Systèmes : Perspectives Actualisées des Marchés

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Outsourcing et Intégration de Systèmes : Perspectives Actualisées des Marchés

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Evolution of the Systems Integration Market

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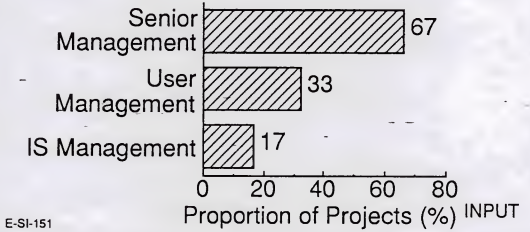
Systems Integration

Identifier of Major Projects
France



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Systems Integration

Characteristics Required of Vendors

- Relevant skills/software
- Financial strength to absorb risk
- Prior experience of similar projects
- Responsiveness

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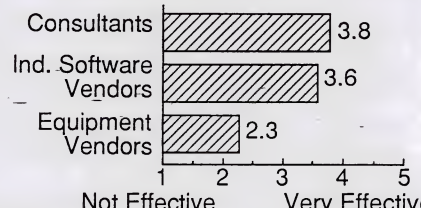
Systems Integration

Ability to Manage Large Projects
User Perspective, France



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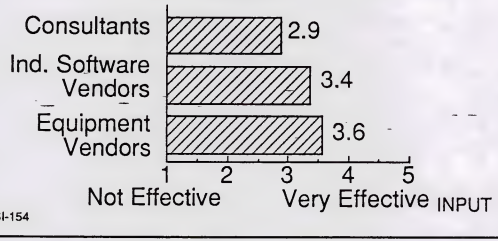
Systems Integration

Ability to Manage Projects User Perspective, U.K.



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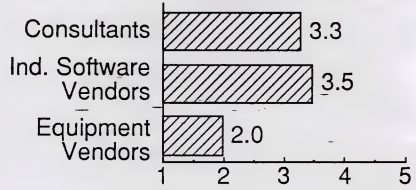
Value for Money—Projects User Perspective, France



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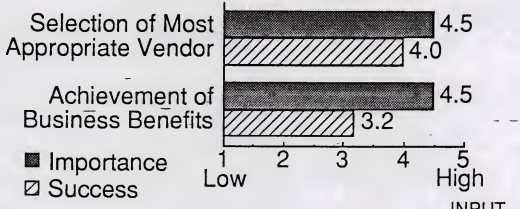
Achievement of Project Objectives



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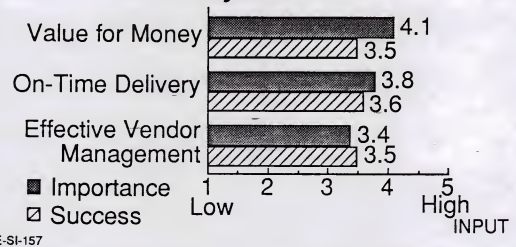
Achievement of Project Objectives



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Systems Integration

Purchasing Process: Workflow

Stage	Key Influences
Decision to investigate workflow	Senior executives Department heads O&M/business strategy

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Systems Integration

Purchasing Process: Workflow

Stage	Key Influences
Vendor identification/ information collection	IS department External consultants
Trial go/no go decision	Departmental heads Operational management

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Systems Integration

Market Segmentation, 1992 Europe

	Share of Total Market (%)	Value ($B)
Networking/Infrastructure Development	27	1.10
Appl./Business Solutions	73	2.97
Total	100	4.07

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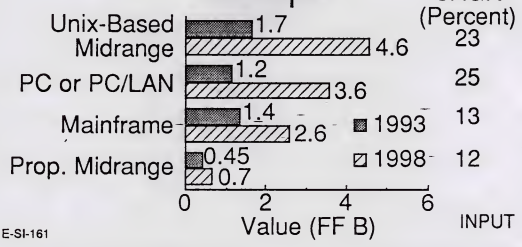
Systems Integration

Projects by Equipment Type
Europe



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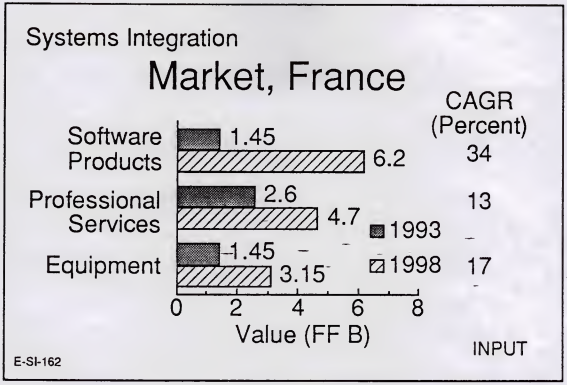

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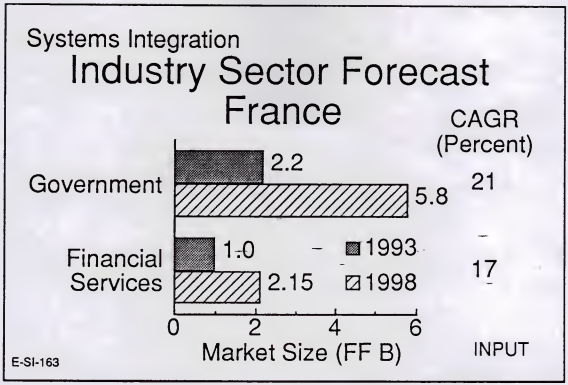

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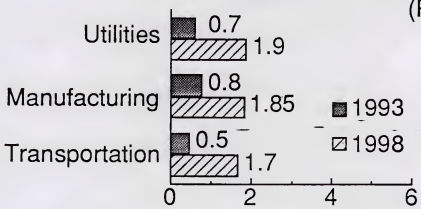
Systems Integration

Industry Sector Forecast

France



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Systems Integration

Leading Vendors, France

Company	1992 Est. Rev. (FF B)
Cap Gemini Sogeti	1.00
IBM	0.75
Sema Group	0.35
Andersen Consulting	0.35
EDS-GFI	0.25

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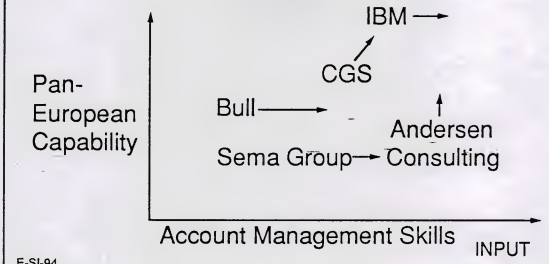
Systems Integration, Europe

Vendor Positioning (1)



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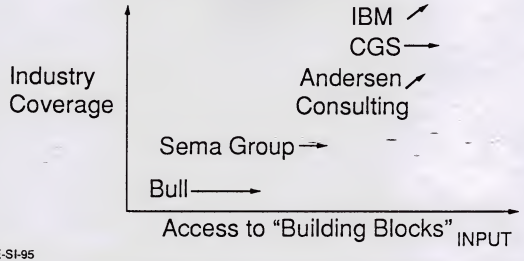
Systems Integration, Europe

Vendor Positioning (2)



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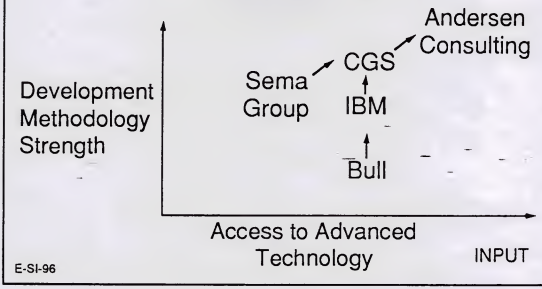
Systems Integration, Europe

Vendor Positioning (3)



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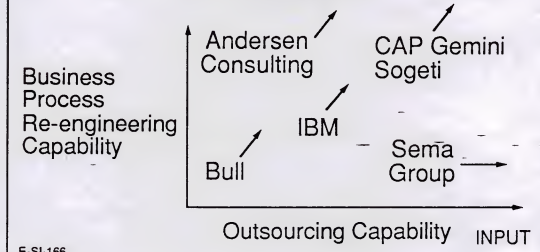
Systems Integration

Vendor Positioning (4)



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Outsourcing Growth Opportunities

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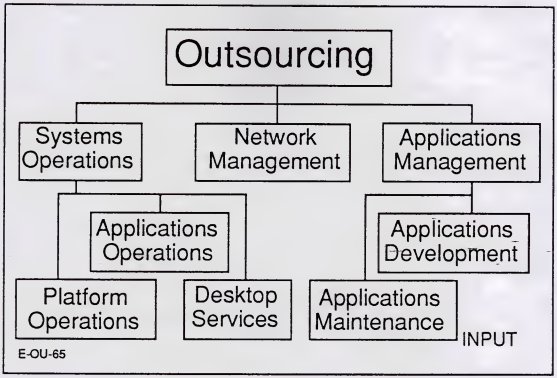

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Software and Services, Europe

Key User Demands

- Value for money
- Cost reduction
- Effectiveness

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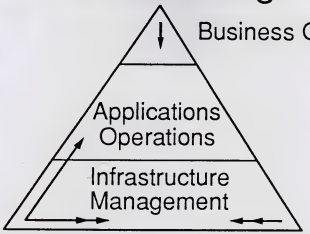
Evolution of European Outsourcing



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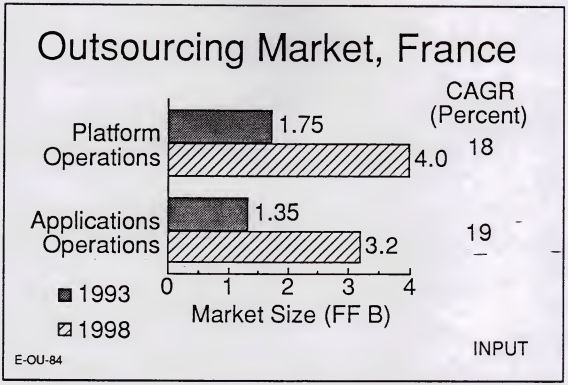

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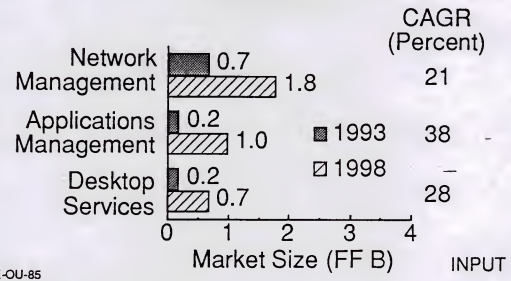
Outsourcing Market, France



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Major Outsourcing Contracts, 1992-1993

Client	Vendor	Contract Value ($M)	Number of Years
East Midlands Electricity	Perot Systems	600	12
Europcar	Perot Systems	400	10

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Major Outsourcing Contracts, 1992-1993

Client	Vendor	Contract Value ($M)	Number of Years
BHS	CSC	200	11
Kooperativa Forbundet	EDS	≈1,000	10

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Application Operations, Europe

Reasons for Adoption

Factor	Degree of Imp.
Making IS relate to business needs	High
Making IS more manageable	High
Easier planning of IS costs	High
Need to reduce IS costs	High

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Systems Operations, Europe

Contract Length by Contract Type

Contract Type	Avg. Contract Length (Years)
Platform Operations	3.5
- Transition Outsourcing	2.5
- Other Platform Operations	4.5
Applications Operations	5

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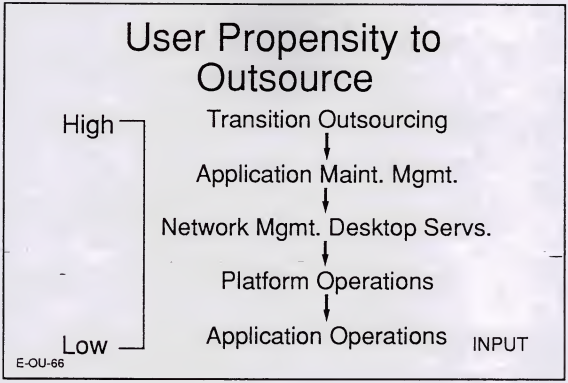

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Outsourcing, Europe

Principal Reasons for Platform Operations

Factor	Degree of Imp.
Easier planning of IS costs	High
Complexity of technology	High
Difficulty in recruiting staff	Medium
Change in technology used	Medium

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Outsourcing Product Lines
Hoskyns

- Midrange
- Mainframe
- Application management
- Desktop services

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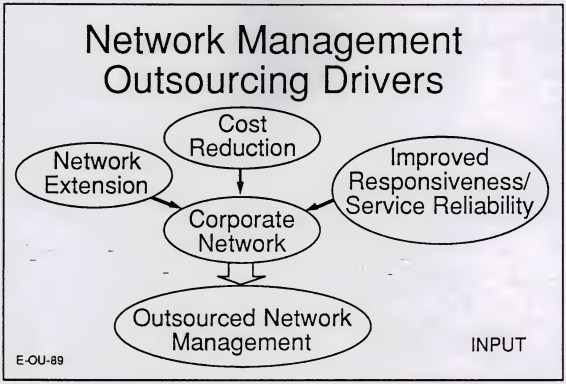

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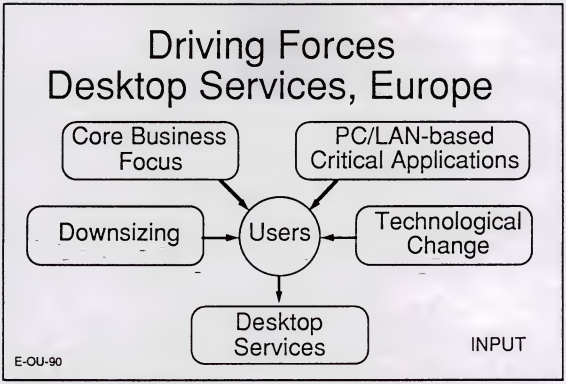

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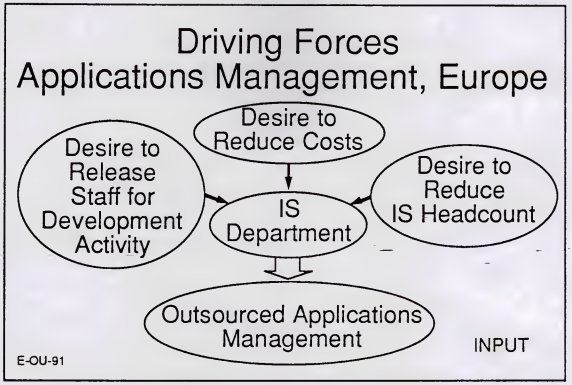

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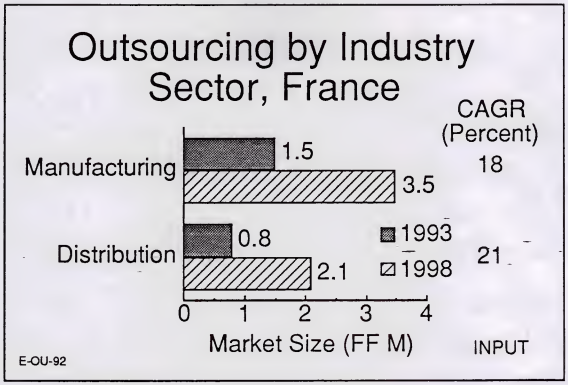

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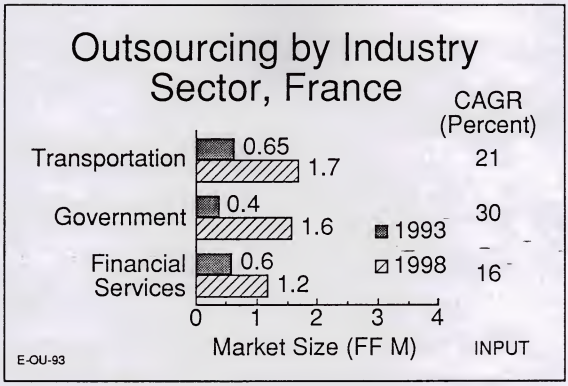

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Systems Operations, Europe

Breakdown by Client Turnover, 1992

Turnover of Client Organization	Proportion of Contracts (%)
>$200 M	70
$40 - $200 M	25
<$40 M	5

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Leading Outsourcing Vendors France, 1992

Company	Est. Rev. (FF M)
EDS-GFI	750
GSI	350
Télésystèmes	280
IBM/Axone	240
CISI	200

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